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## Iraq Shatters Truce in Gulf



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## Ethnic Tension Grows in Malaysia, Especially Among Young <br> By Michael Richardson




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46 Nations Sign Accord To Protect Ozone Layer







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## If UN Fails, Iraq's Path to Peace May Be Bloody

| By Alan Cowell <br> BAGHDAD Now Timb no pablic sign of breakhhrough, the United Nations secrea tary-general Javier Pirez de Cuellar, has ended an effort in sill the war between Iran and Iraq, leaving Iraq to face a conumdrum that some say is of its own creation Iraq. most diplomats and officials in | "The only way is to impose peace on fran hy destroying the tools of war." Salah Ma-Mukhtar. the director generalare she man interview with two Westera reporters on Tuesday- <br> exports, which neplenisis the coffers of war exports, which replenish the coffers of war. | formal public response to it Moreover, Iran has set what Baghded terms an impos- sihhle demand - that Iraq be branded the aggressor - as a conditioo for peace. Iray's opposition to that demand reapTariq Adjz said to reporters: "Iran is the aggressor. Iran started the war. Iran's in- transigence insisted on the continuation of | olution is already a compromise" Mr. <br> Mukhtar ssid <br> By the most optimistie acocumb, offered by a UN of occial on Monday righb Iran the callse in TTuran had beren prepared to use such a previousty taboo poord as "conse-fire. The official slugested that the change may have represented "some move |
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## RAMADA



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 Alfonsín Keeps 3 Ministers, Drops 5



 Hanoi Freed Saigon Defense Minister



 Robertson Wins 2d Victory Over Bushr







Ruling Delayed on UTA Route to U.S.



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## A Pattern of Pretense


#### Abstract

 

\section*{No Substitute for Will}

Richard Godwin has resignod as Penta- gon weapoin car sayin he wes not given Lhe bekikig heneeded whring sweet reason to the accquisition processs, the job for which he was hired a year ag. The depresing likelihood is that  table of organization will syy, with reason, that his throan was sut by hevery networks his job wes created to supplant. The  exenutive 100 used to having his own wayp. lacked the tinesse  result The vast and complex weapooss acquil sition process will never be effricent    the lack of any fully yrabistic way woteest most of the docorines and weapons. Most of them  stipss careers and profist both depend on it Atop ant these are what migh be called mamgerial questionss In devercoping a weap-  as cautiously? Where do you come out in the daily trdeofferw beem sophistication and simplicity? Would your rather run a few     define reform as stripping weapone of gold plate but others seit as ashuling hee lors outi-      for accuisition to tel them what to do. Renary swers 




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Like Lenin, Gorbachev Has Opponents to Defeat

| 11 economic issues now take place | By Max Jakobson |  |
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IN OUR PAGES, 75 AND 50 YEARS AGO: 1912: Pity the Oysters 1937: For Armas Talles









Now Comes The Crunch In the Gulf




Cynical or Merely Ignorant, But Absurd in Either Case By Gearge F. Will


## LETTERS TO THE EDITOR



## These New Yorkers Move Fast and Often









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## Moscow Applies Law <br> On AIDS，Starts With Tests on Foreign Students



Secretary of State George P．Shultz gesturing Wednesday as he and Ednard A．Shevardnadze，far right，began their second day of tallks in Washington．
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BIDEN：Liberal Speech－Borrowing Hurts Democrat＇s Reputation as Orator





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## GREAT CARS DON'T CHANGE THEY MATURE

Some cars are special.
You love them or you hate them. Either way they have a character all their own. As makers of fine cars since 1927 we find it a challenging experience, trying to make a great design even better. Without losing the special qualities that made Volvo a great car from the beginning. Sitting behind the wheel, you know instinctively that the Volvo 760 is one of the finest cars on the road.
It gives you more than a ride few other cars can equal. It is also one of the very few luxury cars in which all the luxury is standard. The Volvo 760 is assembled almost entirely by hand, by teams of skilled craftsmen, assisted by modern technology, in our most advanced car factory. Each one is made to order. Diriving along your favourite stretch of beautifully winding road, you'll appreciate the difference. Great cars don't change with time. They mature.

[^1]Are you entitled to a tax－free Volvo？ Many people working

## Japan＇s New Entry in the Train Race <br> By Walter Sulliv

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Yout will find all you need to know，including a brief on the extensive Volvo Tax－free Hand－ book．Just fill in the coupon．


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## By Walter Sullivan Naw York Tuma Sevin



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## Page 10

international herald tribine. thursday, september 17, 1987


## RANK XEROX

## 1960's

The world of data processing.

## 1970's

The world of word processing. 1980's and beyond.... The world of document processing.

## We document the world.

Document processing. It's a new way of describing what's been going on in the office since there was an office-the creating, copying, distributing and filing of ideas.

Why a new description? Because the documents have changed and the process of producing them has changed.

Today, a document can be both a piece of paper, and an electronic image viewed on a workstation screen. And document processing is no longer just typewriter and copier, but computer systems, advanced electronics and laser technology.

Xerox planted the seed for this "new" world with the invention of today's office copier. (For the first time a quality document could be turned out, instantly, with the push of a
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button.) Since that time, Team Xerox has introduced a steady stream of products and systems that go far beyond simple copying. Laser printers. Complete publishing systems. Typewriters that remember. Facsimile machines. Workstations for the creation of the new electronic document. And, most recently, scanners and electronic filing systems that move documents back and forth between the world of electronics and the world of paper. As a result of these innovations, Rank Xerox is at the head of the class in document processing.

What does this mean for your world and the productivity you strive for?

Today's businesses are judged by the documents they turn out. And it's not just how good they look, but how effective and
persuasive they are in communicating their content that determines whether a business lives or dies. Rank Xerox leadership in document processing can give your business a potent competitive advantage by making your documents great looking, easier to produce, and more compelling than ever before.

Document processing from Rank Xerox. It is our heritage, our day-to-day business, and our role as a leader in office productivity. For more information about document processing and what it can do for you, write or phone your local Rank Xerox office. Whether it's printed on paper, seen on a screen, a perfect copy, or a brilliant original-what you see is what we do.
Team Xerox. We document the world.



## We print.

Xerox Diablo D25
Daisywheel Printer
Xerox Diablo 630 ECS
Daisywheel Printer
Xerox Diablo 635
Daisywheel Printer
Xerox Diablo D80/D80IF
Daisywheel Printer
Xerox 4020
Color Ink-Jet Printer
Xerox Diablo 34LQ
Dot Matrix Printer
Xerox 4045 Laser Printer
Xerox 4046 Laser Printer

Xerox 2700 II Laser Printer
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Electronic Printing System
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We create.
Xerox 6085
Professional Computer
Xerox 1186 Artificial Intelligence Workstation


## We mail.

Cheshire 595 and 596
Cheshire 765
Folder/Inserter
Cheshire 742
List Management System
Cheshire 750 II Binder
Cheshire Addressers
Cheshire 762 Labeler

Xerox 701 Publishing System
Xerox Ventura
Publishing Software

Xerox 2510
Engineering Copier
Xerox 1005 Color Copier
Xerox 2080
Engineering Printer
Xerox 3080 Copier Printer
Xerox 7080
Engineering Printing System
Xerox 980 Microfilm Printer
Xerox 990 Viewer Printer


We transmit.
Xerox Telecopier 7010 Facsimile Terminal
Xerox Telecopier 7020
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Facsimile Terminal
Xerox Telecopier 495-I
Facsimile Terminal

## We communicate.

Xerox Communications 20 Network
Xerox Communications 80 Network

XNS for DEC's
VAX Systems

## We publish.

Xerox Desktop Publishing Systems
Xerox Documenter System
Xerox Publishing Illustrator's Workstation


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## We scan.

Kurzweil 4000 Intelligent Scanning System
Kurzweil Discover 7320 Intelligent Scanning System
Xerox FaxMaster Software


We type.
Xerox 575 Typewriter Xerox 6010 Memorywriter
Xerox 6015 Memorywriter
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## Equiticorp Raises Bid for Peat

















## Robert Maxwell

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Akzo Opens Talks on Selling Its Consumer Products Unit

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FINANCIÈRE DE L'ATLANTIQUE S.A.

The undersigned acted as finuiuciul ant issors to S.V.C.F.

Compagnie Financière de Suez

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## Bane Monod



USA: McPaper Surprises the Sheptics














## BUSINIESS PEOPLE

## DeNunzio Steps Down As Kidder Chairman

## U.S. Automakers Are Relying on New Upscale Models to Counter Imports

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Maring two large banks can produce significant economies of scale. It can also produce significant programming headaches if the two have different computer systems. When the Bank of Virginia, a 22 -year Unisys customer, merged with a Maryland bank to form Signet, the banks had to decide how to use two very different computer systems. They decided that one ystem would be
assigned to the new organization's retai business, and the other system to the commercial business.

Since Signet is strongly customeroriented the big question was, whose equipment would be assigned to handle the retail business?
"The bank has always cared a lot about their retail customers, and they expect us to as well", said Glen Lyons. "Our people showed them how theyd be able to maintain their high customer servic
standards, even with 90 new branches, without any interruption of service.
"They knew that we could do it. The bank has grown fast for many years, and Unisys has always kept pace with them. And Signet has never had to rewrite their software.
"It's been real rewarding to work with bankers who care so much about their customers. We work with them so closely, they think of us as family now. That's really the power of 2 . merged. The question was, could their computers?"
Glen Lyons, District Manager, Unisys.

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